

FIG. 1

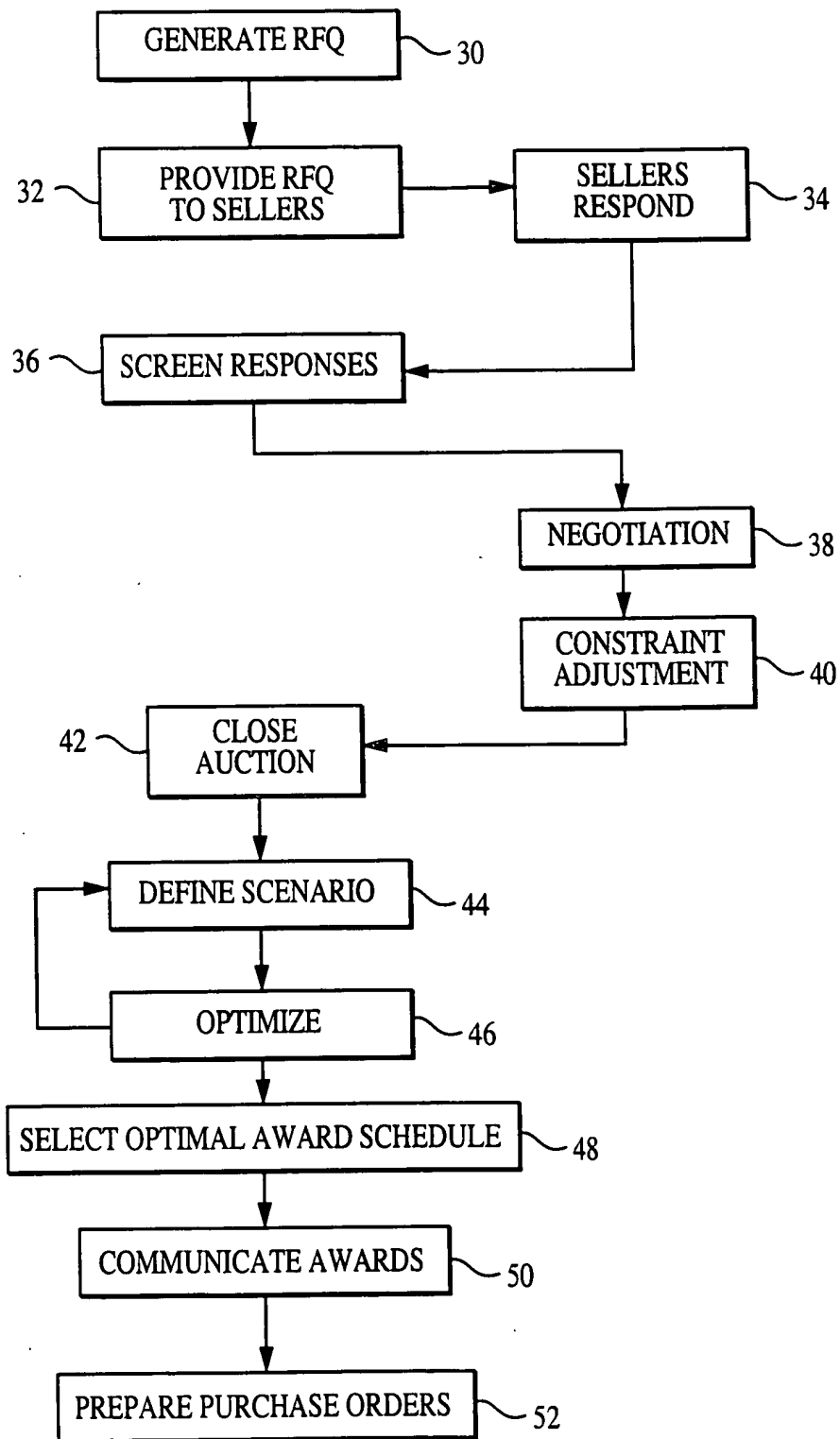


FIG. 2

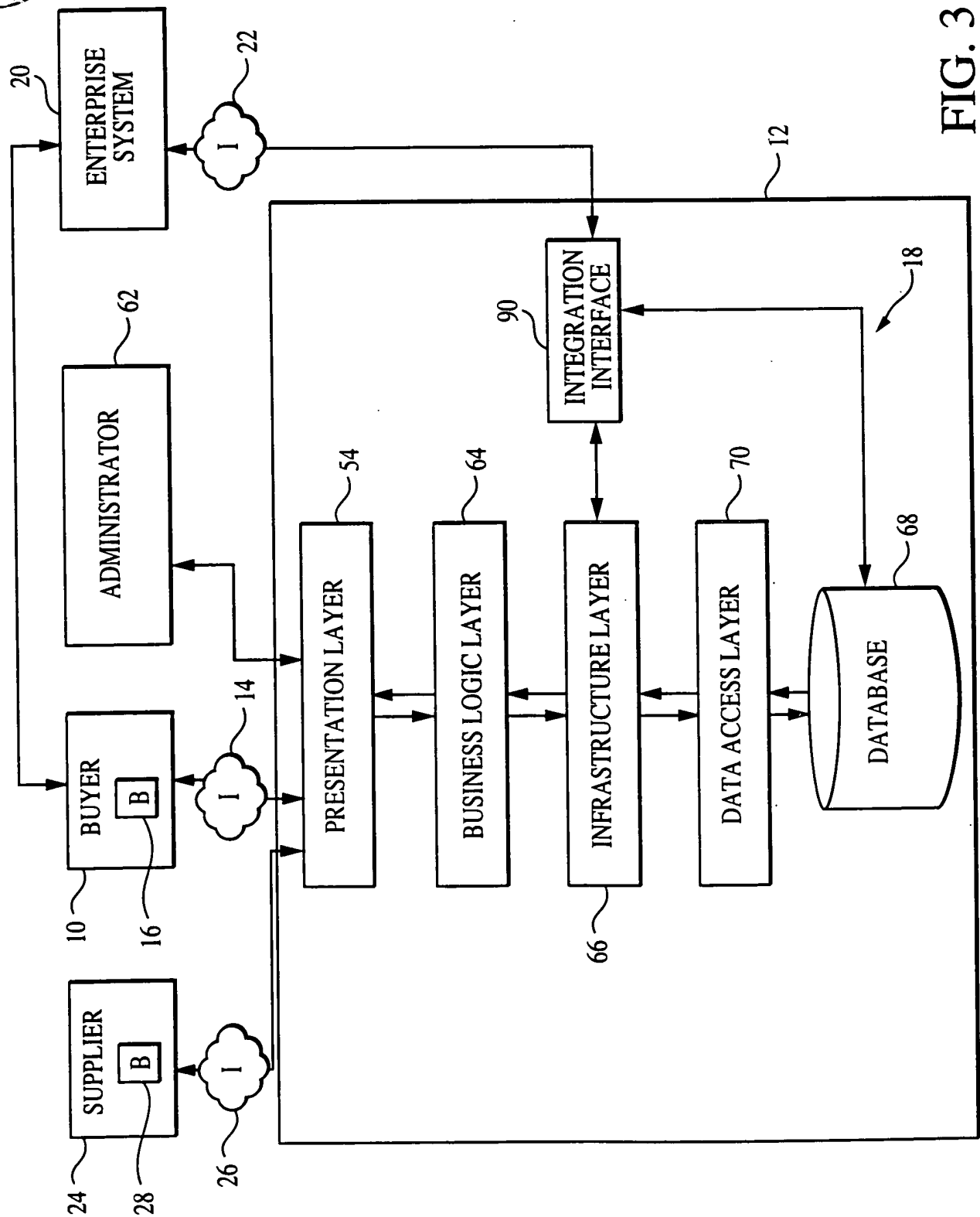
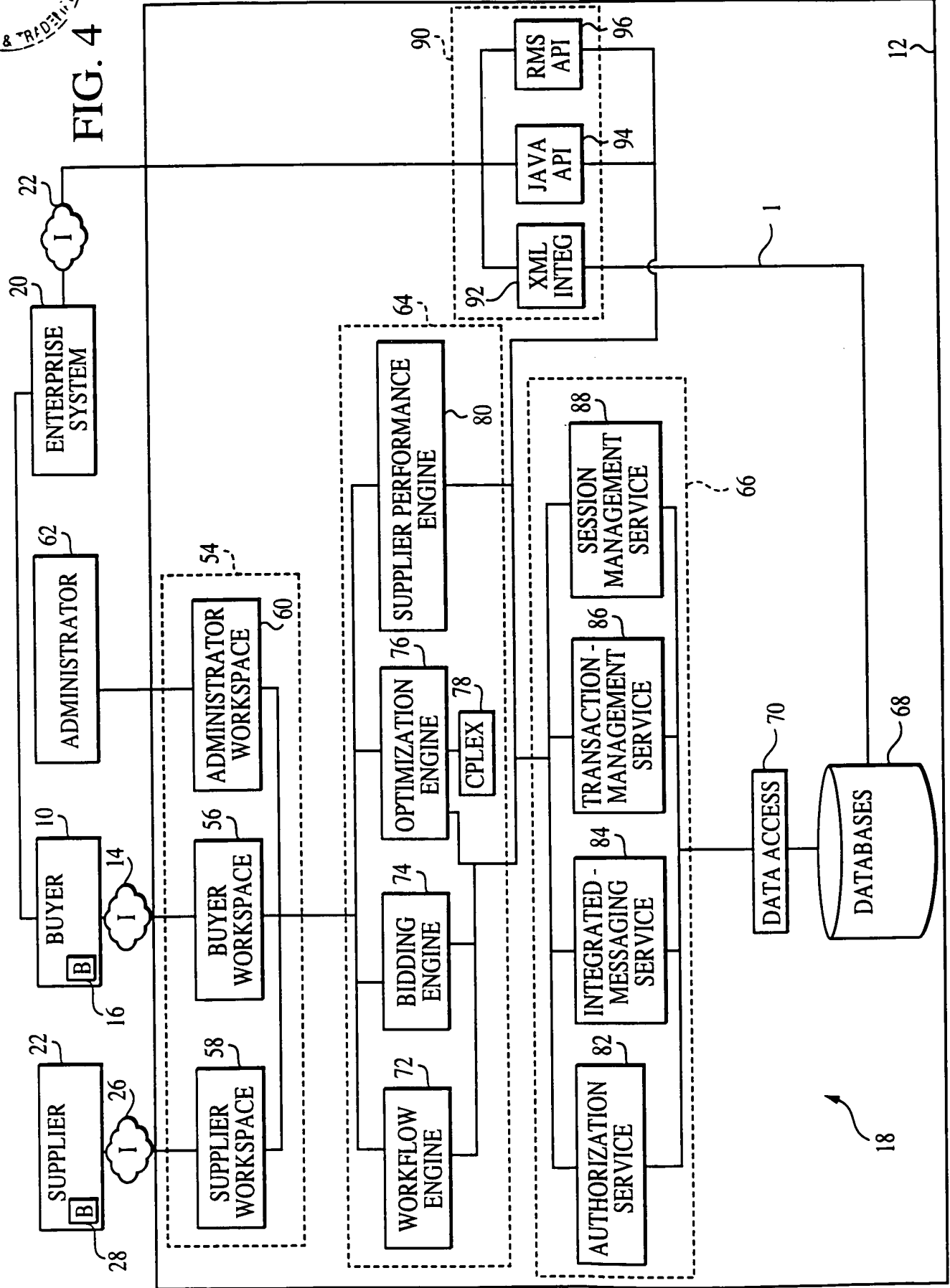
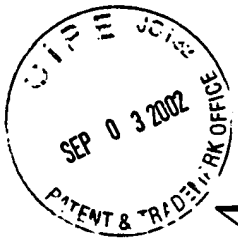


FIG. 3



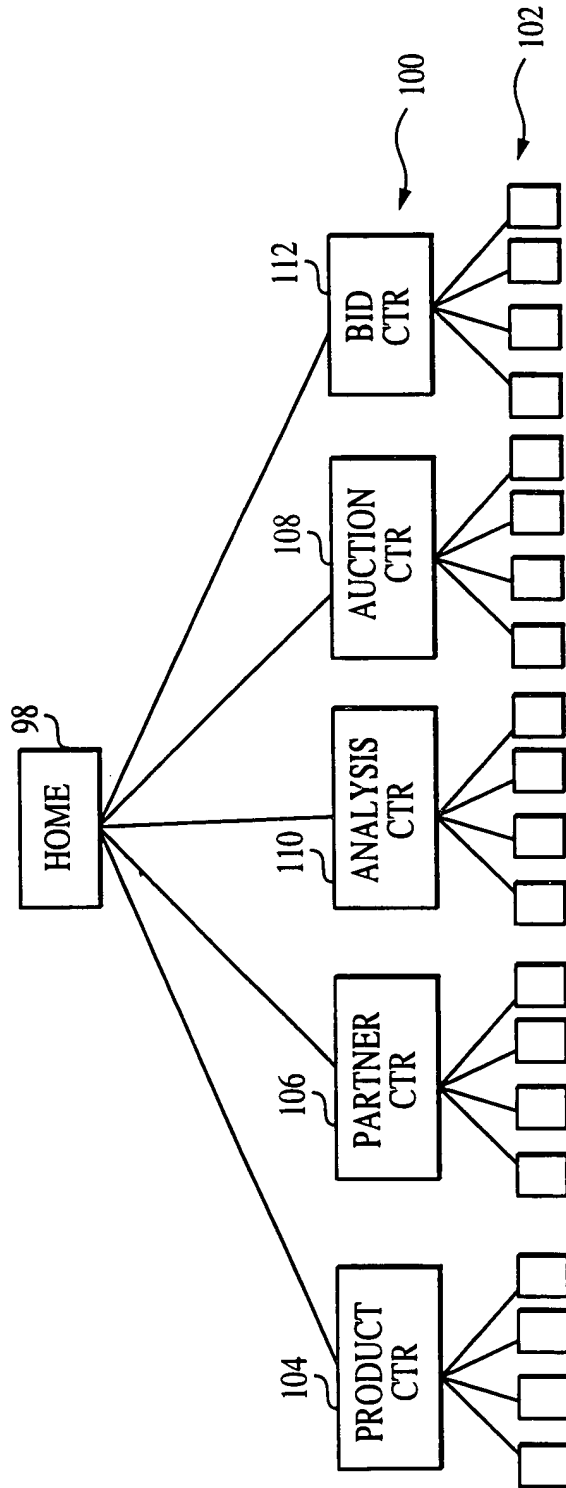
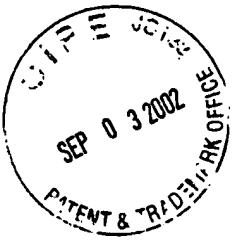


FIG. 5

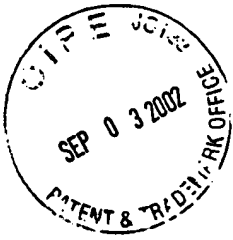


FIG. 6

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Registration Form

Please fill in the following for (* indicating required fields):

Organization Information:

Organization Type (*)	Seller
Organization Name (*)	ABC Co.
Code (*)	ABCCO
Description (*)	ABC Electronics
URL (*)	http://www.doil.com

Default Organization User:

Login Name (*)	ABCSeller
Name (*)	AI Tradings
Email Address (*)	al@bigbuy.com
Fax Number	
Phone Number (*)	123-123-1234
Select Password (*)	****
Re-enter password (*)	****

Proceed

Reset

Done

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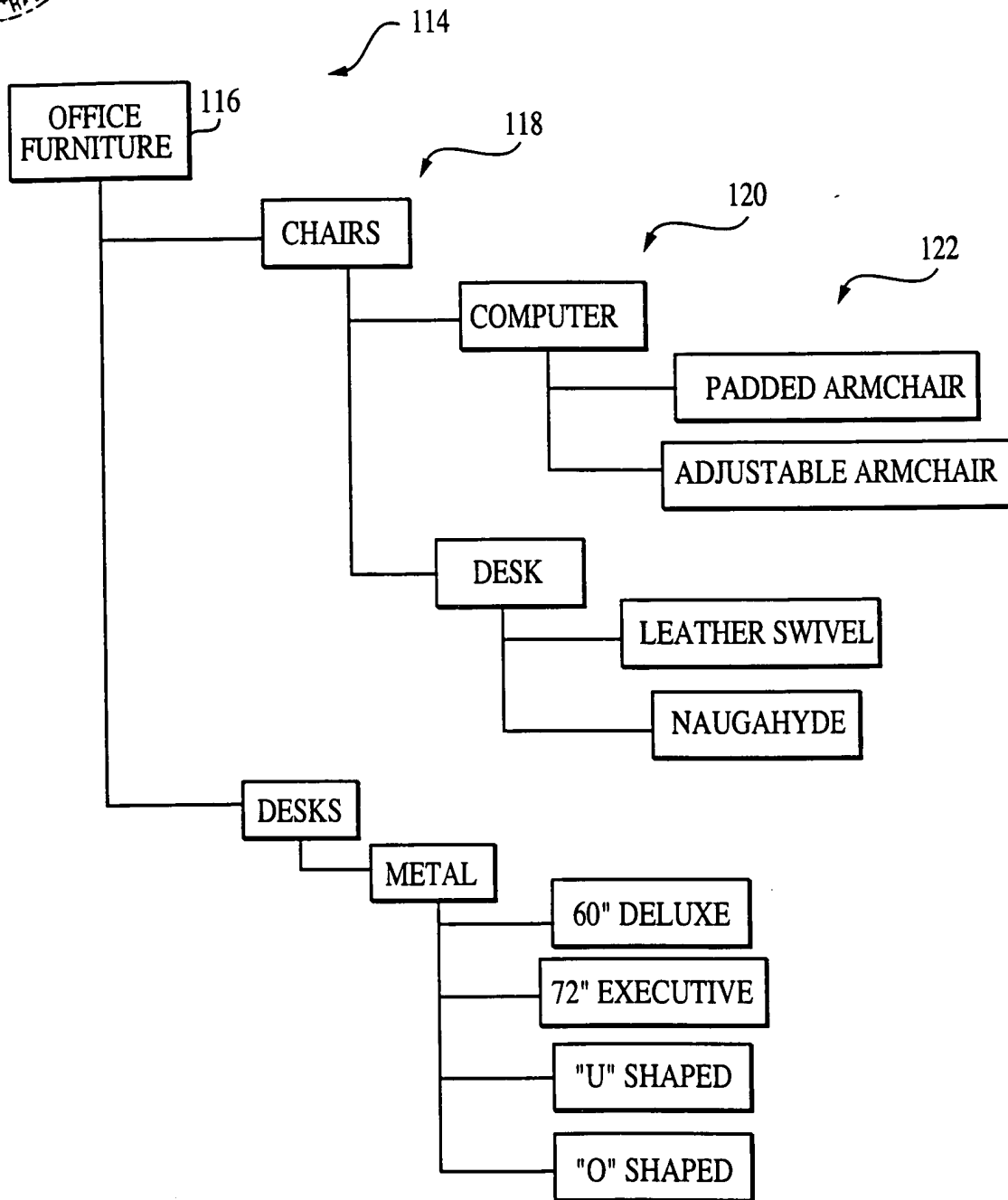


FIG. 7



FIG. 8

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Address http://qa03/en/index.html

Home > Auction Center > Auction: Electrical > Auction Configuration: Step 4: Bid Attributes

Step 1: Setup Auction

Step 2: Format Parameters

Step 3: Item Attributes

Step 4: Bid Attributes

Step 5: Bidders

Step 6: Notes

Auction Summary

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Auction: Electrical

Please configure the information fields you would like Partners to provide as part of their bids. To add a new attribute, define the name in the text box and click **Add Attribute**. To delete an attribute from the list, check-select the item and click **Delete Attribute**.

Bid Parameters

New Attribute Name:

Add Attribute

Warranty Days

Delete Attributes

Help

Done

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FIG. 9

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Done

Home > Partner Center > Category Rating > Category Rating Edit

Partner: ABC Traders
Category: Electronics

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Category Rating

The following are the Participant performance factor ratings for category Electronics
To modify, make changes in the form and click **Save**.
Valid values are from 1 to 100 (Worst to Best).

Name	Code	Description	Default Value	Partner Rating
Quality	Q1	Quality Rating	50	50

Save

Cancel



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Address http://qa03/en/index.html Go Link >>									

[Home](#) > Auction Center

[View Created Auctions](#) [View Pending Auctions](#) [View Open Auctions](#) [View Closed Auctions](#) [View Awarded Auctions](#) [Import/Export](#)

The following is the list of Created Auctions you have offered or currently offering. Click on the Auction id or description to bring up the Auction status report. Click on the action links for other Auction features.

	Name	Type	Open	Close	Actions
<input type="checkbox"/>	Supplies	Dutch			Open Auction
<input type="checkbox"/>	Electrical	Sealed			Open Auction
<input type="checkbox"/>	test1	Sealed			Open Auction
<input type="checkbox"/>	AXSAuction_1	Dutch			Open Auction

1-4 of 4

Create New Auction
Cancel Selected Auctions

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- [Message Center](#)
- [Manage Products](#)
- [Configure Partners](#)
- [Manage Auctions](#)
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- [Analyze Bids](#)
- [Logout](#)

[Help](#)

[http://qa03/en/b auction start.jsp?forward=en/b auction man.jsp?action=list&cur_id=1007&epass_session=abuyer_95](#) Local intranet

FIG. 10

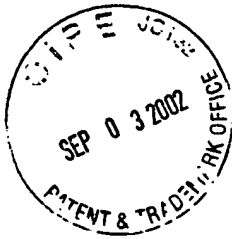


FIG. 11

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Home > Auction Center > Supplies

Auction Dates

Open Auction for bidding

Populate the dates below to specify the opening and closing time of the auction. When done, click **Open Later** to update the database. Click **Cancel** to cancel any changes. The **Now** buttons will put today's date into the corresponding date selection lists. Click **Open Right Now** to open the auction immediately.

The following rules apply:

1. An auction can NOT be started if:
 - a. You do not have management privileges.
 - b. There are no requisitions or items defined for the auction.
 - c. If the auction is a sealed type and there are no Participants approved for the auction.
2. Opening date can not be modified if the auction has already started.
3. Closing date does not have to be specified.
4. The closing date cannot be before the opening date.

Month	Day	Year	Hour	Minute			
Open Date	May	11	2000	12	00	Now	Clear
Close Date	Jun	11	2000	12	00	Now	Clear

Open Later

Cancel

Open Right Now

Done

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FIG. 12

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Home > Bid Center

View Open Auctions

View Closed Auctions

View Awarded Auctions

View All Auctions

The following Auctions are available. Click on a Auctions name to view the associated requisitions. View All Auctions.

1-7 of 7

Name	Status	Type	Open	Close
rfosshx1	Open	Dutch	05/09/2000 10:29	06/09/2000 10:30
Supplies	Closed	Dutch	05/11/2000 12:01	05/11/2000 15:41
Electrical	Open	Sealed	05/11/2000 14:25	07/11/2000 14:30
RFosshx	Open	Sealed	05/10/2000 16:18	06/10/2000 16:30
Construction	Open	Sealed	05/11/2000 14:31	07/11/2000 14:30
Supplies2	Open	Dutch	05/11/2000 15:48	07/11/2000 16:00
Supplies3	Open	Dutch	05/11/2000 16:14	

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FIG. 13

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Address http://qa03/en/index.html

Home > Bid Center > Auction Supplies2 > Requisition Items: Req 1

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Auction Info

Auction Name

Auction Status

Auction Type

Show All Bidders

Start Date

End Date

Supplies2

Open

Dutch

No

05/11/2000 15:48

07/11/2000 16:00

View Requisition Items

The following line items are in the requisition.

1-3 of 3

Level	Item	Type	Category	Description	Desired Qty	Price	Action
	Pencils	Single Item	sshcat1	#2 Pencils	1,000		Bid Messages
	Lined Paper	Single Item	sshcat1	8/11 Lined Paper White 100	100		Bid Messages
	Fax Paper	Single Item	sshcat1	Fax Paper 8/11	1,000		Bid Messages

Done

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Product Categorysshcat1

NamePencils

CodePEN101

Description# 2 Pencils

Minimum Desired Quantity1, 000

Maximum Desired Quantity

Price Quote Unit

Lot Size

Required Delivery Date

Reserved Price

Historical Price

Minimum Bid Quantity0

Maximum Bid Quantity

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View Bids

The following are the current bids for this item.

0 of 0

BidderBid TypeMax Bid QuantityPrice per Unit

Enter Bid for the item

Enter the price per Unit and any other fields before clicking the Submit button:

Partner Product CodePENz10

CommentIn Stock

Maximum1000

Price Per Unit05

Save

Cancel

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FIG. 14



FIG.
15A

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Home > Bid Center > Auction Supplies2 > Requisition: Reg 1 > Item: Pencils

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Auction Info

Auction Name Supplies2

Auction Status Open

Auction Type Dutch

Show All Bidders No

Start Date 05/11/2000 15:48

End Date 07/11/2000 16:00

Item Details

Product Category sshcat1

Name Pencils

Code PEN101

Description # 2 Pencils

Minimum Desired Quantity 1,000

Maximum Desired Quantity

Price Quote Unit

Lot Size

Required Delivery Date

Reserved Price

Historical Price

Minimum Bid Quantity 0

Maximum Bid Quantity

Lowest Bid

Bidder 7

Max Bid Quantity 1,000

Price Per Unit \$0.05

Highest Bid Allowed \$0.04

View Bids

The following are the current bids for this item.

Help

Done

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FIG.
15B

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Start Date

End Date

05/11/2000 15:48

07/11/2000 16:00

Item Details

Product Category	sshcat1	Reserved Price
Name	Pencils	Historical Price
Code	PEN101	Minimum Bid Quantity
Description	# 2 Pencils	Maximum Bid Quantity
Minimum Desired Quantity	1,000	0
Maximum Desired Quantity		
Price Quote Unit		
Lot Size		
Required Delivery Date		

Lowest Bid

Bidder	7
Max Bid Quantity	1,000
Price Per Unit	\$0.05
Highest Bid Allowed	\$0.04

View Bids

The following are the current bids for this item.
1-3 of 3

Bidder	Organization	Bid Type	Bundle Code*	Max Bid Quantity	Price Per Unit
Harry Sales	ABC Co	Single Item Bid		1,000	\$0.05
Ed Cation	BestDeal	Single Item Bid		1,000	\$0.05
Boe Cheaper	Surfin' Seller	Single Item Bid		1,000	\$0.06

Help

Done

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FIG. 16A

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Address http://qa03/en/index.html

Home > Bid Center > Auction: Electrical > Requisition:real > Item: 30 AMP Breakers

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Auction Info

Auction Name

Electrical

Auction Status

Open

Auction Type

Sealed

Show All Bidders

No

Start Date

05/11/2000 14:25

End Date

07/11/2000 14:30

Item Details

Product Category

sshcat1

Name

30 AMP Breakers

Code

BK30A101

Description

30 AMP Circuit Breaker

Minimum Desired Quantity

40

Maximum Desired Quantity

Price Quote Unit

Lot Size

Required Delivery Date

Reserved Price

Historical Price

Minimum Bid Quantity

0

Maximum Bid Quantity

Tolerances

View Bids

The following are the current bids for this item.

1-5 of 5

Bidder

Harry Sales

Organization

ABC Co

Bid Type

Single Item Bid

Bundle Code*

Min Bid Quantity

40

Max Bid Quantity

100

Price Per Unit

\$5.00

One Time Charge

\$0.00

Ed Cat

Best Deal

Single Item

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FIG. 16B

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SHOW ALL BIDDERS

NO

Start Date05/11/2000 14:25

End Date07/11/2000 14:30

Item Details

Product Category	sshcat1	Reserved Price
Name	30 AMP Breakers	Historical Price
Code	BK30A101	Minimum Bid Quantity0
Description	30 AMP Circuit Breaker	Maximum Bid Quantity
Minimum Desired Quantity	40	Tolerances
Maximum Desired Quantity		
Price Quote Unit		
Lot Size		
Required Delivery Date		

View Bids

The following are the current bids for this item.

1-5 of 5

Bidder	Organization	Bid Type	Bundle Code*	Min Bid Quantity	Max Bid Quantity	Price Per Unit	One Time Charge
Harry Sales	ABC Co	Single Item Bid		40	100	\$5.00	\$0.00
Ed Cation	BestDeal	Single Item Bid		20	20	\$4.00	\$1.00
Bog	Surfin' Seller	Single Item Bid		1	10	\$5.50	\$0.00
Cheaper	Surfin' Seller	Single Item Bid		11	30	\$5.00	\$0.00
Bog	Surfin' Seller	Single Item Bid		31	50	\$3.50	\$0.00
Cheaper	Surfin' Seller	Single Item Bid					

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FIG. 17

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Address http://qa03/en/index.html

View Bids

The following are the current bids for this item.

0 of 0

Bidder

Bid Type

Min Bid Quantity

Max Bid Quantity

Price Per Unit

One Time Charge

Enter Bid for the Item

Enter the Price per Unit and any other fields before clicking the Submit button:

Partner Product Code

ABKR01

Comment

Warranty Days

60

Minimum

Maximum

Price Per Unit

One Time Charge

Volume Bid Set 1	1	10	5.50	
Volume Bid Set 2	11	30	5.00	
Volume Bid Set 3	31	50	3.50	

Save

Cancel

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Required Delivery Date

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ITEM	QTY DESIRED	BID 1 ABC CO.		BID 2 BESTDEAL		BID 3 SURFIN
2x4x8	400	400	1.25	400	1.25	400
2x12x10	1000	1000	5.00	1000	4.50	1000
PW 4x8x1/2	100	100	25.00	100	25.00	100
<u>BUNDLED @ \$7350</u>						

FIG. 18



FIG. 19

Microsoft Internet Explorer

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Address http://qa03/en/index.html

Home > Bid Center > Auction: Construction > Requisition Items: REQ1

Auction Info

Auction Name	Construction
Auction Status	Open
Auction Type	Sealed
Show All Bidders	No
Start Date	05/11/2000 14:31
End Date	07/11/2000 14:30

View Requisition Items

The following line items are in the requisition.

Level	Selection	Item	Type	Category	Description	Desired Qty	Price	Action
	<input checked="" type="checkbox"/>	2x4x8	Single Item	sshcat1	Lumber 2 x 4 x 8 ft	400		Bid Messages
	<input checked="" type="checkbox"/>	2x12x10	Single Item	sshcat1	Lumber 2 x 12 x 10 ft	1,000		Bid Messages
	<input checked="" type="checkbox"/>	PW 4x8x1/2	Single Item	sshcat1	Plywood 4 x 8 x 1/2 in	100		Bid Messages

Select All | Unselect All | Switch All

Create Bundled Bid

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Addresshttp://qa03/en/index.html

Home > Bid Center > RFQ: Construction > Requisition:REQ1 > Create Bundled Bid

Auction Info

Auction NameConstruction

Auction StatusOpen

Auction TypeSealed

Show All BiddersNo

Start Date05/11/2000 14:31

End Date07/11/2000 14:30

Create Bundled Bid

Enter the product Quantity per Bundle, Price per Bundle, and any other fields before clicking the Submit button:

Seller Bundle Code

Bundle Description:

Bundle of Materials

Comment

Bundled bid for Req 1 of Construction RFQ

Bundle Composition:

Buyer		Seller	
Line Item	Name	Desired Quantity	Quantity per Bundle
020408	2 x 4 x 8	400	021190
021210	2 x 12 x 20	1,000	090121
0406005	PW 4 x 8 x 1/2	100	902019

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FIG. 20A

FIG. 20B

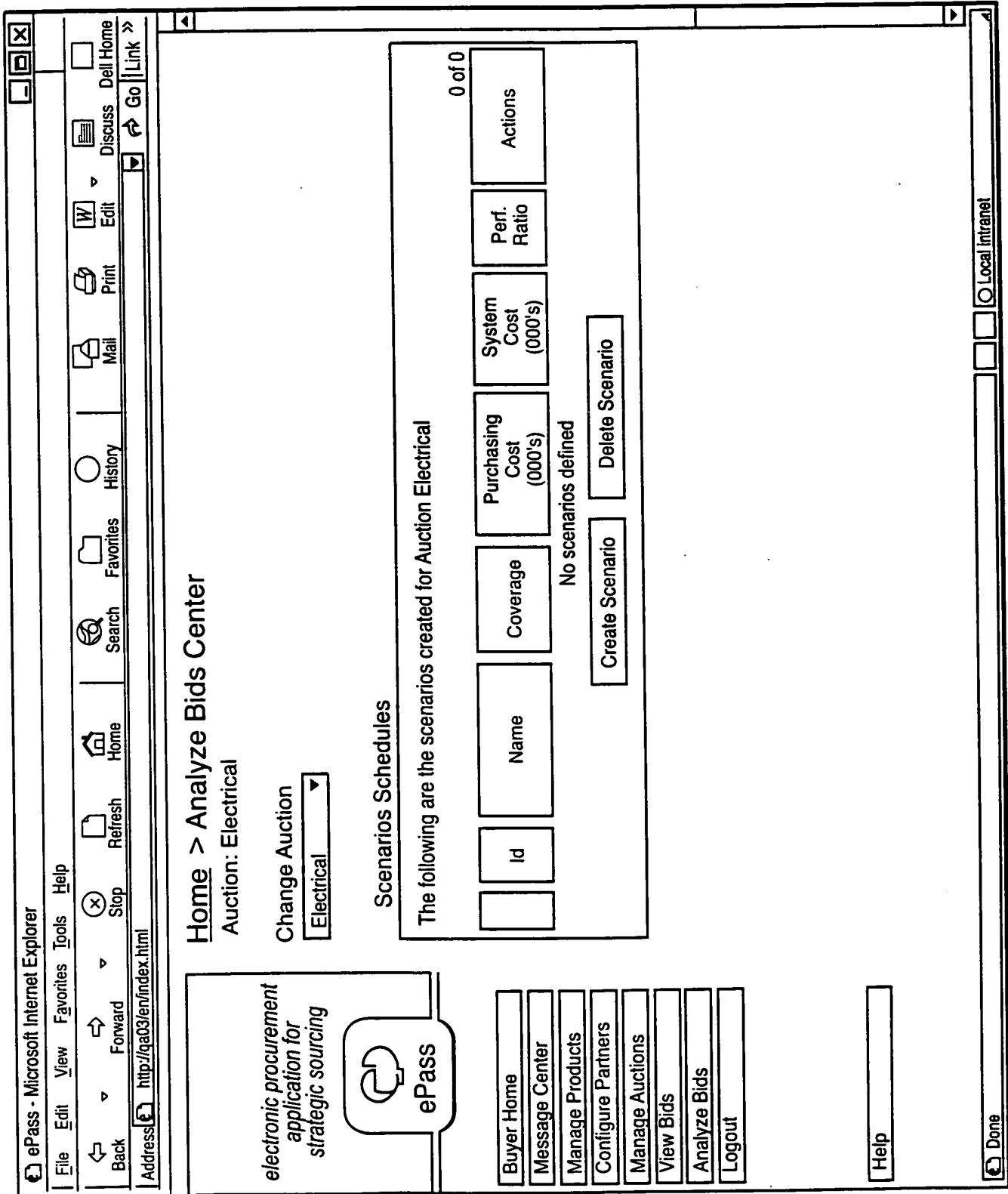


FIG. 21



FIG. 22

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Home > Analyze Bids Center > New Scenario

Auction: Electrical
Scenario:

New Scenario

Please fill in the following information for the scenario.

Name	
Description	
Recommend Secondary Vendors	Lowest Total Cost
Number of Secondary Vendors	2
Rules	<input checked="" type="checkbox"/> Manual Awards <input checked="" type="checkbox"/> Business Rules <input checked="" type="checkbox"/> Bundles
Performance Factor Weightings	
Price	150.00%
Add Factor	Select a Factor

Save

Cancel

Done

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FIG. 23

Microsoft Internet Explorer

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1 of 1

Home > Analyze Bids > Business Rules

Auction: Electrical
Scenario: Price Only

Setup Manual Awards Business Rules

The following is a list of business rules defined for scenario Price Only on Auction Electrical

Type Name Scope Partner Min Max Actions

☐ Capacity BR Quantity Limit RFQ Each Partner 50% Wizard

Create Rule Delete Rules

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Done



FIG. 24

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---	--	---

Business Rule Wizard (Step 1 of 4)

Please name the rule

Please give a short description

Please give a long description

Do you want to ignore the rule for now?

BR Quantity Limit

BRQTY

Limit Vendors to no more than 50% of Bid

☐ Yes ☒ No

Please specify the type of rule

☒ Capacity

☐ Vendor Count

☐ Cost

☐ Performance Cost

Award business to a preferred Partner of place a limit on the amount of business a Partner is awarded.

Limit the number of Partners that receive awards

Limit the purchasing cost (excluding performance based costs)

Limit the total purchasing cost (including performance based costs)

Next >>
Cancel

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Done

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FIG. 25

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Business Rule Wizard (Step 2 of 4)

Name

BR Quantity Limit

Short Description

BRQTY

Long Description

Limit Vendors to no more than 50% of Bid

Ignore For Now?

No

Type

Capacity

Please specify the scope of the rule

☒ Auction

☐ Requisition

☐ Category

☐ Item

Apply across the entire Auction

Apply only to the specified requisition.

Apply only to the specified category

Apply only to the specified item

(Each Requisition)

(Each Category)

(Each Item)

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Next >>

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Done



FIG. 26

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Done

Business Rule Wizard (Step 3 of 4)

Name

BR Quantity Limit

Short Description

BRQTY

Long Description

Limit Vendors to no more than 50% of Bid

Ignore For Now?

No

Type

Capacity

Scope

RFQ

Please specify the Partner affected by the rule

(Each Partner) Apply the rule to the selected Partner.

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Next >>

Cancel




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Business Rule Wizard (Step 4 of 4)

Name	BR Quantity Limit
Short Description	BRQTY
Long Description	Limit Vendors to no more than 50% of Bid
Ignore For Now?	No
Type	Capacity
Scope	RFQ
Partner	Each Partner

Please specify the minimum and/or maximum value that should be awarded

Select the units the minimum/maximum value are specified in

☐ Units

☐ Dollars

☒ Percentage

Specify this value if you require the Partner to be awarded a certain amount. You can leave this field blank if there is no required minimum. For percentage, specify 0.5 for 50%

Minimum Amount to Award

Specify this value if you want to limit the maximum amount awarded to the organization. You can leave this field blank if there is no maximum. For percentage, specify 0.5 for 50%

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Finish

Cancel

Help

Done

FIG. 27

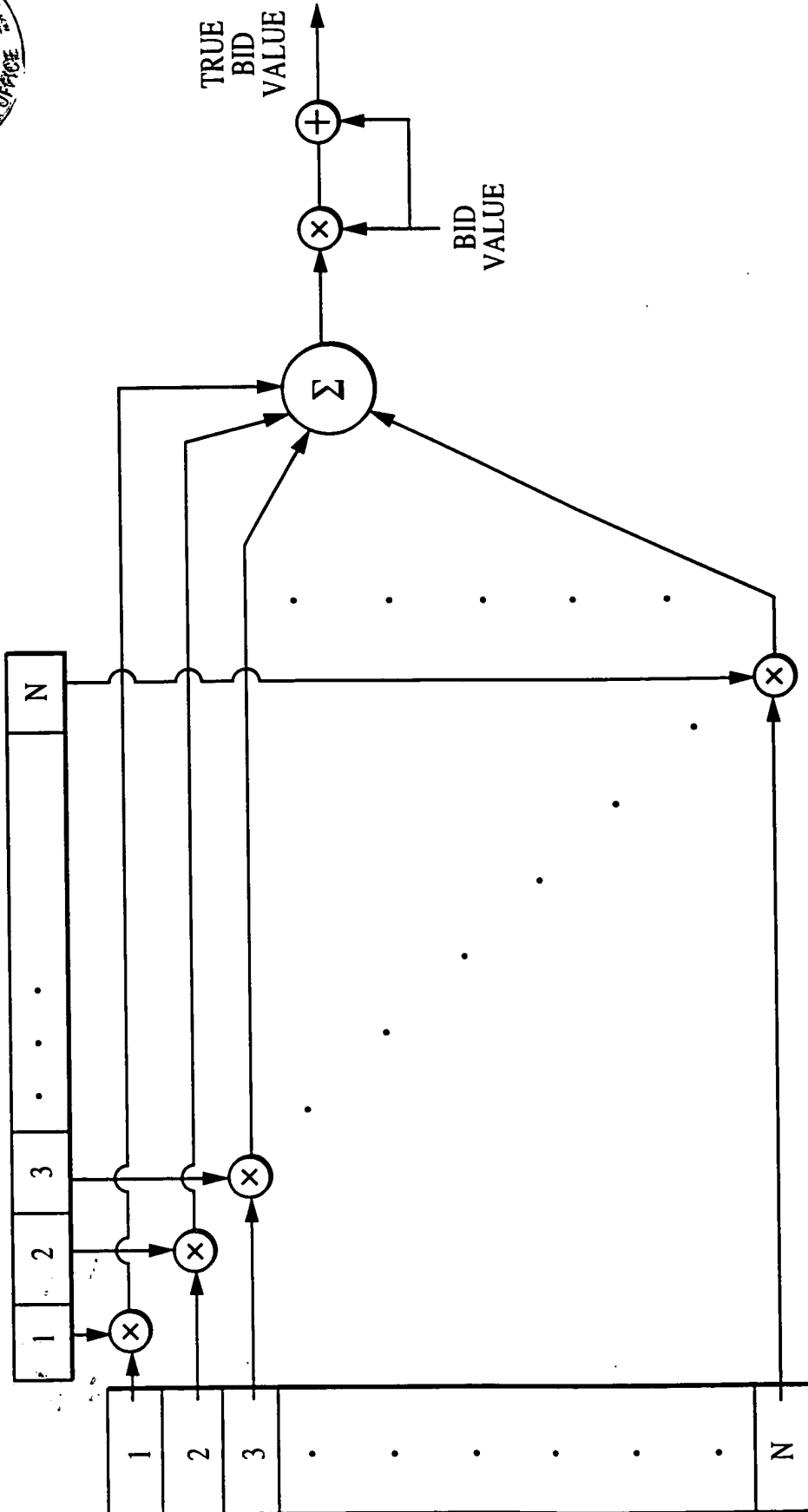


Cancel

FIG. 28



BUYER DEFINED
 SCENARIO WEIGHTS



PERFORMANCE
 ATTRIBUTES
 FROM DATABASE

FIG. 29



$$\sum_{s \in S} \left\{ \sum_{b(s) \in B(s)} \left[f_i^{b(s)} x_i^{b(s)} + C_i^{b(s)} x_i^{b(s)} \right] + \sum_{d(s) \in D(s)} f_i^{d(s)} \sum_{i \in d(s)} Z_i^{d(s)} + C_i^{d(s)} Z_i^{d(s)} \right\} +$$

$$\sum_{k \in K} \sum_{i \in I} w_{k,i} \left\{ \sum_{s \in S} \left(\frac{100 - r_{k,i}}{100} \right) \left[\sum_{b(s) \in B(s)} C_i^{b(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} C_i^{d(s)} Z_i^{d(s)} \right] \right\}$$

FIG. 30

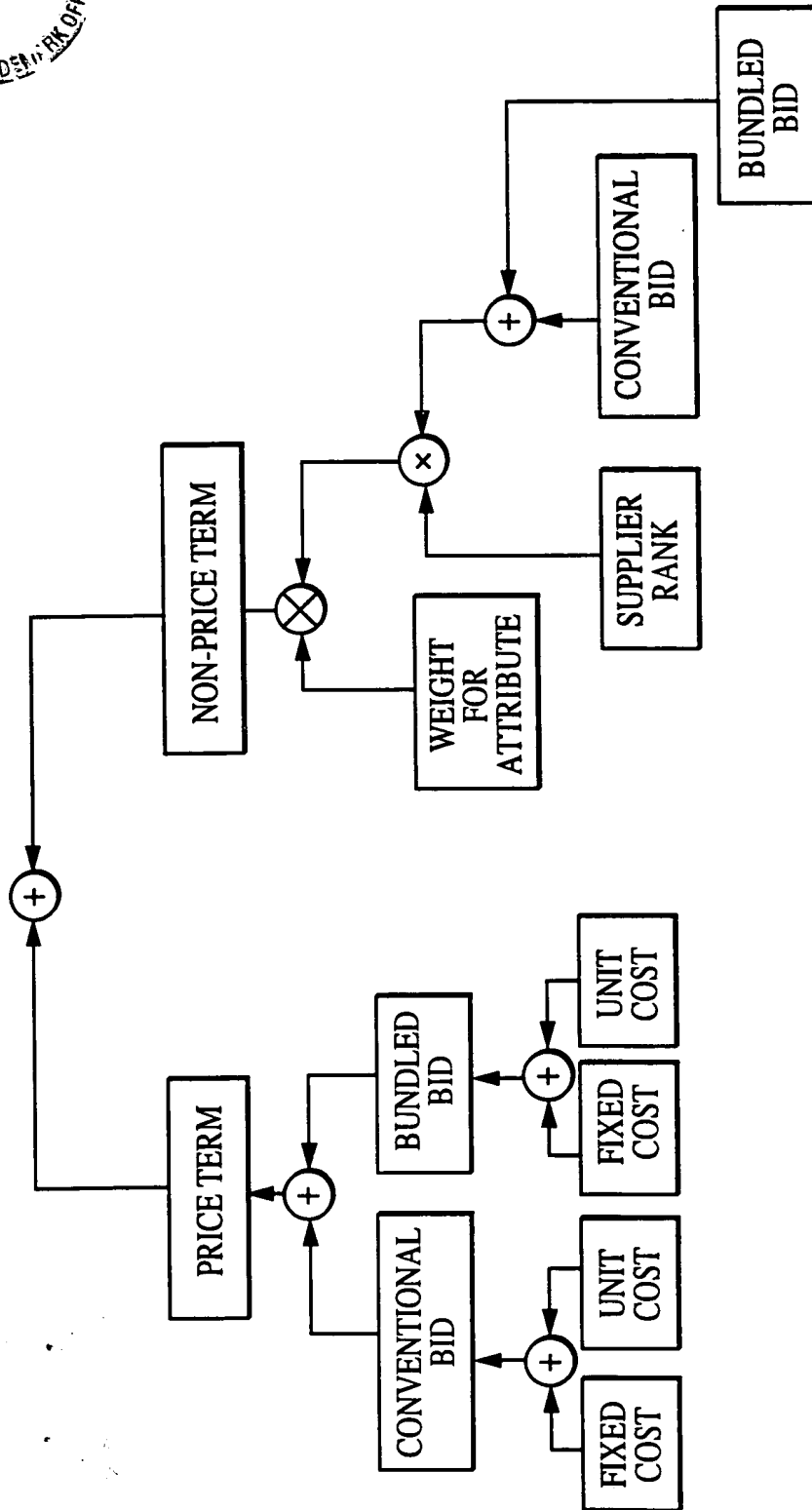


FIG. 31



$$\sum_{s \in S} \left(\sum_{b(s) \in B(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} z_i^{d(s)} \right) \leq Q_i^u \quad \forall i \in I \quad (1)$$

$$\sum_{s \in S} \left(\sum_{b(s) \in B(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} z_i^{d(s)} \right) \geq Q_i^l \quad \forall i \in I \quad (2)$$

$$\sum_{i \in g} \left(\sum_{b(s) \in B(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} z_i^{d(s)} \right) - Y_g^s M_g \leq 0 \quad \begin{matrix} \forall s \in S \\ \forall g \in G \end{matrix} \quad (3)$$

$$\sum_{i \in g} \left(\sum_{b(s) \in B(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} z_i^{d(s)} \right) - Y_g^s \geq 0 \quad \begin{matrix} \forall s \in S \\ \forall g \in G \end{matrix} \quad (4)$$

$$\sum_{s \in T} Y_g^s \leq \text{Max } N_g^t \quad \forall g \in G, \quad \forall t \in T \quad (5)$$

$$\sum_{s \in T} Y_g^s \geq \text{Min } N_g^t \quad \forall g \in G, \quad \forall t \in T \quad (6)$$

FIG. 32



$$\sum_{s \in I} \sum_{i \in g} \left(\sum_{b(s) \in B(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} z_i^{d(s)} \right) \leq \text{Max } Q_g^I \quad \forall g \in G, \forall i \in I \quad (7)$$

$$\sum_{s \in I} \sum_{i \in g} \left(\sum_{b(s) \in B(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} z_i^{d(s)} \right) \geq \text{Min } Q_g^I \quad \forall g \in G, \forall i \in I \quad (8)$$

$$\sum_{s \in I} \sum_{i \in g} \left(\sum_{b(s) \in B(s)} c_i^{b(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} c_i^{d(s)} z_i^{d(s)} \right) \leq \text{Max } V_g^I \quad \forall g \in G, \forall i \in I \quad (9)$$

$$\sum_{s \in I} \sum_{i \in g} \left(\sum_{b(s) \in B(s)} c_i^{b(s)} x_i^{b(s)} + \sum_{d(s) \in D(s)} c_i^{d(s)} z_i^{d(s)} \right) \geq \text{Min } V_g^I \quad \forall g \in G, \forall i \in I \quad (10)$$

FIG. 33



$$(11) \quad Z_i^{d(s)} - u_i^{d(s)} Z^{d(s)} \leq 0 \quad \forall i \in I, \forall s \in S, \forall b(s) \in B(s)$$

$$(12) \quad Z_i^{d(s)} - l_i^{d(s)} Z^{d(s)} \geq 0 \quad \forall i \in I, \forall s \in S, \forall b(s) \in B(s)$$

$$(13) \quad X_i^{b(s)} - X^{b(s)} U_i^{b(s)} \leq 0 \quad \forall s \in S, \forall b(s) \in B(s)$$

$$(14) \quad X_i^{b(s)} - X^{b(s)} L_i^{b(s)} \geq 0 \quad \forall s \in S, \forall b(s) \in B(s)$$

$$(15) \quad 0 \leq X_i^{b(s)} \leq U_i^{b(s)} \quad \forall s \in S, \forall b(s) \in B(s)$$

$$(16) \quad 0 \leq Z_i^{d(s)} \quad \forall d(s) \in D(s)$$

$$(17) \quad X^{b(s)} = \begin{cases} 0 \\ 1 \end{cases} \quad \forall b(s) \in B(s)$$

$$(18) \quad Y_g^s = \begin{cases} 0 \\ 1 \end{cases} \quad \forall g \in G, \forall s \in S$$

$$(19) \quad Z_g^s = \begin{cases} 0 \\ 1 \end{cases} \quad \forall g \in G, \forall s \in S$$

FIG. 34



```
if  $O < O^*$  then  
    indicator = C  
else if  $p \geq p^*$   
{  
    if  $[O - p \geq O^*]$   
        indicator = F  
    else  
        indicator = P  
}  
else  
    indicator = F
```

```
if  $p > p^*$  then  
    indicator = P  
else if  $O > O^*$  then  
    indicator = F  
else  
    indicator = C
```

FIG. 35



```
if ( $O < O^*$ )  
     $indicator = C$ ;  
else if ( $p \geq ALL(p^i)$ )  
{  
    if ( $(O - p) \geq ALL(O^i)$ )  
         $indicator = F$ ;  
    else  
         $indicator = P$ ;  
}  
else  
     $indicator = F$ 
```

FIG. 36



```
if ( $O < O^*$ )
    indicator = C;
else if ( $O > \text{ALL}(O^i)$ )
{
    if ( $p < p^*$ )
        indicator = F;
    else if ( $((O - p) \geq \text{ALL}(O^i))$ )
        indicator = F;
    else if ( $p > \text{ALL}(p^j)$ )
    {
        if ( $R > \text{ALL}(R^i)$ )
            indicator = PF;
        else
            indicator = P;
    }
    else
        indicator = F;
}
else
{
    if ( $p < p^*$ )
        indicator = FC;
    else if ( $R < R^*$ )
        indicator = PC;
    else
        indicator = PFC;
}
```

FIG. 37